DOCUMENT RESUME

ED 428 431 EA 029 664

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TITLE	Discipline by Negotiation: Methods for Managing Student Behavior.
ISBN	ISBN-1-56676-673-7
PUB DATE	1999-00-00
NOTE	157p.
AVAILABLE FROM	Technomic Publishing Company, Inc., Order Department, 851 New Holland Avenue, Box 3535, Lancaster, PA 17604; Tel: 800-233-9936 (Toll Free); Web site: http://www.techpub.com; e-mail: marketing@techpub.com ($39.95).
PUB TYPE	Books (010) -- Guides - Non-Classroom (055)
EDRS PRICE	Document Not Available from EDRS.
DESCRIPTORS	*Behavior Problems; *Counseling Techniques; *Discipline; *Discipline Policy; Discipline Problems; Elementary Secondary Education; Motivation; *Psychology; Punishment; *School Counseling
IDENTIFIERS	Behavior Descriptions; *Disciplinary Styles

ABSTRACT

This book describes negotiating tactics and countertactics by which educators may manage difficult students. Topics include methods for managing offensive and violent students; procedures for counseling and disciplining students; major theories and models of discipline; defense mechanisms and common causes of misbehavior; guidelines on current school disciplinary policies and laws; managing student gang and criminal activities; and the rights and responsibilities of students, teachers, and administrators. Chapter 1, "Understanding Student Misbehavior," examines behavior and discipline models. Chapter 2, "Discipline by Negotiation--Developing Street Smarts," looks at behavior, motivation, and negotiation. Chapter 3, "Student Negotiating Tactics," categorizes student tactics and disciplinary strategies. Chapter 4, "Teacher Negotiating Tactics," describes countertactics and teacher roles. Chapter 5, "Negotiating Mutual Agreement," examines discipline, communication style, and counseling. Chapter 6, "Creating a Win-Win Organization," comments upon organizational change and the legal aspects of discipline. Chapter 7, "Discipline Negotiating Strategies," examines ineffective negotiating practices. Chapter 8, "Implementing Discipline by Negotiation," discusses uniform disciplinary policies, progressive-discipline programs, peer-mediation programs, and the Discipline by Negotiation Program. Appendices include the Chicago Public Schools Uniform Code, National Association of Secondary School Principals position statements, the Teacher Discipline Style Inventory, the Student Disciplinary Offenses Assessment, and a Teacher Class Management Survey. (Contains 142 references.) (RIB)

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